

Message Text

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TO USMISSION BERLIN

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E.O. 11652: N/A

TAGS: BEXP, GE

SUBJECT: EAST GERMANY: SPECIAL TRADE OPPORTUNITIES

REF: BELIN 1687 AND BERLIN 1729

DOC UNDERSTANDS DOELLING AGAIN INDICATED INTEREST IN AVAILABILITY IN U.S. OF SODIUM CELLULOSE PAPER AND HICKORY BOARDS SPECIFIED REFTELS TO BLOCH AND BECKER DURING LATTER'S RECENT TRIP TO BERLIN. RE HICKORY BOARDS COMMERCE HAS AGAIN DISCUSSED MATTER WITH LUMBER MANUFACTURERS AND EXPORTERS. WHILE MOST CITED VERY SHORT SUPPLY OF HICKORY LUMBER AND PREOCCUPATION WITH SATISFYING DOMESTIC DEMAND, ONE EXPORTER DID "RISE TO BAIT" AND EXPRESSED INTENTION TO CONTACT DOELLING RE GDR OPPORTUNITY (CONTINENTAL TIMBERS, INC., P.O.B.D. MOREHEAD CITY, N.C., ZINGLEMAN). RE CELLULOSE PAPER, DOC WILL AGAIN DISCUSS WITH AMERICAN PAPER INSTITUTE TO DETERMINE INTEREST AND NOTIFY MISSION OF INDUSTRY PROGNOSTICATION AS SOON AS AVAILABLE. KISSINGER

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